



# MARYLAND'S INCUBATOR UPDATE

*Nurturing Maryland's Technology Future*

**Most Recent News on Maryland's Business Incubators**  
**Presented by the MBIA ([www.MDBusinessIncubation.org](http://www.MDBusinessIncubation.org))**

**Vol. 28 August 2003**

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## **Chesapeake Innovation Center (CIC)**

**Annapolis, MD**

[www.cic-tech.org](http://www.cic-tech.org)

Contact: John Elstner, email: [jelstner@cic-tech.org](mailto:jelstner@cic-tech.org)

### ***New and Noteworthy:***

- The **CIC** has added several sponsors and partners (detailed below) in order to create awareness of emerging technologies, to assist with the transfer and commercialization of technology from the public and private sectors and to stimulate the establishment of new businesses through public-private partnership between the CIC, government agencies and the business community.
  - The **National Security Agency (NSA)** and **Nokia/Innovent** have joined the CIC as founding partners. NSA will assist CIC on the commercialization of homeland security-based technology from the public and private sectors. Catherine Hill, director of community partnerships at NSA, will serve as the primary liaison with the CIC. Nokia/Innovent will establish its east coast offices at the CIC, and with Stephanie Keller-Bottom as Director, Innovent will provide a gateway between emerging technology and Nokia resources.
  - The **University of Maryland (UMD)**, **Johns Hopkins University (JHU)** and **Anne Arundel Community College (AACC)** have joined the CIC as Educational Partners. Brian Darmody from the UMD Office of the President; Darren Lacey, executive director of the Information Security Institute at JHU; and Martha Smith, AACC president, will serve on the CIC Advisory Committee as a way to connect research and education with start-up businesses.

- **ARINC** and **Piper Rudnick LLC** have joined the CIC as founding sponsors. Wilbert H. Sirota of Piper Rudnick will serve as counsel to the CIC and will sit on the Advisory Committee. Gerald Ford, ARINC's vice president of corporate strategic planning, also will be a member of the CIC Advisory Committee.

## **Maryland Technology Development Center (MTDC)** **Rockville, MD**

[www.mdhitech.org/entrepreneur](http://www.mdhitech.org/entrepreneur)

Contact: Duc Duong, email: [dduong@md.hitech.org](mailto:dduong@md.hitech.org)

### ***New and Noteworthy:***

- **Protiveris** recently secured a funding round of \$5 million provided by its lead investor, ProTech, a division of BF Saul Company. Protiveris is developing a biosensor named VeriScan 3000, which can be used to speed up proteomics research. The company also recently promoted CFO Rob Menzi to the position of President and COO.
- **Dr. Wayne Hockmeyer**, founder and Chairman of MedImmune, was the keynote speaker at an MTDC lunch meeting on last month. MedImmune is the largest and most successful publicly traded biosciences company in Maryland. Dr Hockmeyer spoke about the MedImmune Venture Fund, a recently created subsidiary of MedImmune that invests in promising life science companies. He also advised MTDC entrepreneurs on the "dos" and "don'ts" of running a bioscience company, meeting with several bio tenants.

## **Technology Advancement Program (TAP)** **University of Maryland College Park**

[www.tap.umd.edu](http://www.tap.umd.edu)

Contact: Irene Barbe, email: [ih2@uemail.umd.edu](mailto:ih2@uemail.umd.edu)

### ***Graduate News:***

- **Martek Biosciences Corporation**, which develops, manufactures and sells products from microalgae, will acquire FermPro Manufacturing, a South Carolina-based company that provides contract fermentation services that generate revenues of about \$20 million annually. FermPro employs more than 100 and has extensive fermentation, recovery, laboratory and warehousing capabilities.

## **Emerging Technology Center** **Baltimore, MD**

[www.etcbaltimore.com](http://www.etcbaltimore.com)

Contact: Ann Lansinger, email: [annlansinger@etcbaltimore.com](mailto:annlansinger@etcbaltimore.com)

### ***New and Noteworthy:***

- **Expression Pathology, Inc.**, an affiliate company at the ETC, has received a Phase I Small Business Innovation Research (SBIR) grant of \$100,000 from the National Institutes of Health to further develop its Tissue Protein Array technology platform. Expression Pathology develops technologies and products that enable sensitive, quantitative high-throughput analysis of proteins in tissue.
- **VISICU, Inc.**, which is developing an advanced technology to revolutionize the delivery of critical care medicine, was included in a recent article in the New England Journal of Medicine. The article, "Improving Safety with Information Technology," included VISICU's eICU system as a strategy to reduce medical errors and save lives.

## **techcenter@UMBC** **University of Maryland, Baltimore County**

<http://www.umbc.edu/techcenter>

Contact: Walt Schulz, email: [wschulz@umbc.edu](mailto:wschulz@umbc.edu)

### ***New Tenant:***

- **BDMetrics** – William F. Geritz, CEO  
**BDMetrics'** software automates the business development process by allowing users to engage another company in order to rapidly monetize the potential business synergies and strategic possibilities. BDMetrics has three market

offerings: BDMetrics Software – enterprise software that automates business development; BDMethods – systemized business development training process; BDMentor – outsourced business development consulting and services.

***New and Noteworthy:***

- **Scientific Products & Systems (SP&S)**, which provides proprietary precision fluid handling products to the biosciences, pharmaceutical and cosmetic industries, has entered into a Sales and Manufacturing Agreement with BASCO, Inc., of Germany. □ Under the agreement, BASCO will sell SP&S Precision Dispensing Systems in Europe, Russia and South America. □
- **Cognate Therapeutics** has recently announced collaborations with MazCyte, Inc., a clinical stage biotechnology company based in Sunnyvale, Calif. Cognate will be developing multiple non-viral gene-based products to treat cancer using MazCyte's proprietary cell loading system.
- Stacy Cotter has joined the **techcenter@UMBC** team as a full-time employee. She will coordinate special events, disseminate marketing collateral and produce the techcenter@UMBC e-newsletter.
- The **UMBC English Language Center** is holding a conference on Friday, Sept. 12, 2003 titled "China: Past, Present & Future." The program will include information on how to conduct business with Chinese companies, featuring a session conducted by a delegation from Shanghai. For more information, contact Dr. Nezhat F. Olia at 410-455-2336.

## **Technology Assistance Center (TAC) Incubator Lanham, MD**

[www.pgcedc.com](http://www.pgcedc.com)

Contact: Wanda Plumer, email: [WLPPlumer@co.pg.md.us](mailto:WLPPlumer@co.pg.md.us)

***New and Noteworthy:***

- **Dovetail Technologies**, which holds a 33 percent equity interest in recent Technology Advancement Program (TAP) graduate, Lifetime Pharmaceuticals, has located their licensing arm at the Technology Assistance Center. Dovetail acquires promising drug technologies from university laboratories and fills the gap in the drug development process that exists between university science and commercialization.
- Prince George's County Executive **Jack B. Johnson** visited TAC last month. TAC clients Dovetail Technologies, Mayur Technologies, and Transglobal, Inc., were on hand to brief the county executive on their progress.
- Tom Stoumbos has joined the management team at **Hytex, Inc.**, an engineering firm specializing in the design of terrestrial and space-based scientific instruments.

***Graduate News:***

- **NumberOne Technologies** will add two employees in the coming months. NumberOne Technologies is an information technology company whose core services include providing enterprise systems management, security design and support and application development and support to the government and commercial sectors.

## **Howard County Economic Development Authority's NeoTech Incubator Columbia, MD**

[www.hceda.org/incubator](http://www.hceda.org/incubator)

Contact: Carol Morrison, email: [cmorrison@hceda.org](mailto:cmorrison@hceda.org)

***New Tenants:***

- **Farfield Systems, Inc.** – Ivan Roney, CEO  
**Farfield Systems** is the first company to complete the newly created NeoTech Prep program. After three weeks of working with consultants on redefining its presentation and developing a business plan, the company presented to the NeoTech Incubator Advisory Committee in July. The company was then accepted into the NeoTech Incubator program. Farfield is a sub-contractor on many NSA contracts.
- **Genesis Technologies, Inc.** – Cheryl Thomas, CEO  
**Genesis Technologies**, a former Business Resource Center client, provides cable installment and software development.

***New and Noteworthy:***

- **Syntonics Corp.**, which graduated from NeoTech in May, is partnering with current incubator company **Syncrodyne Systems Corp.** Syncrodyne has received multiple Small Business Innovation Research (SBIR) grants and uses the

Syntonics' lab in return for employing Syntonics' engineering services. Syntonics provides precision oscillators for use on spacecrafts. Syncrodyne develops a power amplifier for wireless devices that is capable of ultra-high gain and ultra-high efficiency.

## **College of Southern Maryland's Entrepreneur and Leadership Center Charles County Business Incubator/Calvert County Business Incubator**

[www.csm.cc.md.us/business/ecdi/incubate/index.htm](http://www.csm.cc.md.us/business/ecdi/incubate/index.htm)

Contact: Danita Boonchaisri, email: [danitab@csm.edu](mailto:danitab@csm.edu)

### ***New and Noteworthy:***

- The **College of Southern Maryland** has implemented a new Incubator Without Walls program, which will provide participating businesses with many of the same advantages as a traditional, facility-based incubator, including counseling, mentoring, networking opportunities and enhanced access to federal, state and local resources. In addition, this member-driven organization has an online component that includes chat rooms, online training, and electronic publications. Member companies also will receive extensive training using the nationally recognized NxLevel for Entrepreneurs program.

## **The Technology Growth Center @ University Town Center Hyattsville, MD**

[www.universitytowncenter.net/business.html](http://www.universitytowncenter.net/business.html)

Contacts: Verona Hill, e-mail: [vh@utcmail.net](mailto:vh@utcmail.net)

### ***New Tenant:***

- **Celadon Laboratories, Inc.** – Lawrence Kessner, CEO and Raymond Peterson, Ph.D., Chief Scientific Officer **Celadon Laboratories** integrates assay design and e-commerce functions to produce a seamless web-based platform that designs for and sells products. The company's ProbeITy software can design primers, probes and other sequence-based components for any genomic method or chemistry. ProbeITy can also be used as an intranet or desktop design tool.

### ***New and Noteworthy:***

- **Maxion Technologies, Inc.**, which provides laser products to the free-space optics industry, has applied for Small Business Innovation Research (SBIR) Phase II funding.
- **Colding Technologies, LLC**, which specializes in business productivity assessment, project management, system engineering and the translation of managerial and operational needs into specific technology requirements, has brought on Donald Augustine as vice president of operations.

### ***Graduate News:***

- **Advanced Engineering Design, Inc.**, an engineering firm that uses engineering techniques to assess and track infrastructure growth trends, has graduated but remains in the TGC working on new contracts.
- **Omnistar Interactive, Inc.**, a web development company, has grown from two single offices at its inception to a suite of TGC offices upon its graduation. Omnistar has expanded its staff by two employees.
- **Vecna Technologies, Inc.**, which provides a broad range of technology-based services, recently graduated from the TGC and relocated to new office space within Prince George's County. While a tenant in the TGC, Vecna was awarded several government contracts and attained SBIR funding.

## **Maryland Business Incubation Association (MBIA)**

[www.MDBusinessIncubation.org](http://www.MDBusinessIncubation.org)

### **MBIA Snags International Conference**

The **MBIA** has secured the 19<sup>th</sup> annual National Business Incubation Association's (NBIA) International Conference on Business Incubation in 2005. The event will take place in Baltimore from May 14, 2005 to May 17, 2005, and is set to attract approximately 600 visitors from as many as 45 countries.

The effort to obtain the 2005 Conference, spearheaded by Edward Sybert, president of the MBIA and director of

the Technology Advancement Program, will result in an estimated \$472,000 in direct spending in the region and will fill about 1,800 hotel rooms, according to the Baltimore Area Convention and Visitors Association. The event, which will take place at the Renaissance Harborplace Hotel, will span five days, including two days of pre-conference activities.

NBIA's International Conference on Business Incubation is the world's largest gathering of business incubation professionals, featuring more than 60 lectures and roundtable sessions, several keynote speakers and the opportunity for attendees to network with presenters and other participants. The NBIA, founded in 1985, is the world's leading organization devoted to advancing business incubation and entrepreneurship.

## **Angels and Eggs Event Welcomes speakers, judges and coaches**

The **Angels and Eggs Organizing Committee** is pleased to welcome Aris Melissaratos, secretary of the Maryland Department of Business and Economic Development (DBED), and Chris Foster, technology coordinator of DBED, as the keynote speaker and master of ceremonies, respectively, for this year's Angels and Eggs event. In addition, the committee welcomes as the Presentation Readiness speaker: John May; as judges: Steve Walker – Steve Walker & Associate, Kyp Sirinakis – Women's Angel Network, Patrick Huddie – Evergreen Capital, and Clarence Wooten – Wooten Ventures; and as coaches: Alan Burk – Steve Walker & Associates, Heidi Sheppard – Maryland Technology Development Corp., Rob Cerbone – Telecommunications Development Fund, and Glen Falcao – Bessemer Venture Partners.

The deadline for applications and executive summaries is August 15, 2003. A presentation readiness event will be held on September 13, 2003 and finalists will be announced on September 15, 2003. For additional information, visit [www.angelsandeggs.com](http://www.angelsandeggs.com) or call Charina Chatman at 410-313-6550.

## **Maryland Technology Development Corp. (TEDCO)**

**[www.MarylandTEDCO.org](http://www.MarylandTEDCO.org)**

### **TEDCO Awards \$50,000 to Phoenix S&T from the Maryland Technology Transfer Fund**

TEDCO awarded Phoenix S&T, Inc., \$50,000 through its Maryland Technology Transfer Fund (MTTF) program. TEDCO provided Phoenix S&T with the funds at a check presentation ceremony that included briefing Maryland State Senator E. J. Pipkin on the program and the company.

The funding will support Phoenix S&T's technology that quickly identifies substances and their composition within proteins and drug candidates with only a small sample. Phoenix S&T is collaborating with Aberdeen Proving Ground (APG) on the development of its multi-nozzle device as a procurement contract.

For more information, please visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

### **TEDCO Awards \$100,000 to University of Maryland Researchers to Commercialize Technology**

TEDCO awarded \$100,000 through its University Technology Development Fund (UTDF) program to two state university researchers. The program awarded funding to researchers at the University of Maryland Baltimore (UMB) and the University of Maryland College Park (UMCP) who are developing R&D projects with commercial potential.

From UMB, Drs. William Regenold and Krish Chandrasekaran received \$50,000 to develop a biological diagnostic of bipolar disorder. A 2002 study determined that the disorder, currently diagnosed by a clinical interview and exam, misdiagnosed approximately one-third of those who were tested positive for this disorder. Their test will be performed on red blood cells, will provide an early and accurate diagnosis of this life threatening disease, and will use these test results to determine if his diagnosis can distinguish bipolar disease from uni-polar depression and schizophrenia.

Dr. Satyandra Gupta from UMCP is working on software for injection molding of plastic parts, thereby reducing the product design and development time and cost. The software can be used to estimate the feasibility of a project and



the pricing of the part in industries that require creating molds for small plastic parts. Presently, this software has been demonstrated online and several companies are interested in beta testing.

For more information, please visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

## **TEDCO Assists Five Companies to Work with Federal Labs for Technology Transfer Partnerships**

**TEDCO** assisted five companies located throughout Maryland in collaborating with federal laboratories for technology transfer initiatives. The five companies are North Star Science & Technology, LLC (NSS&T), Waste Processing Solutions (WPS), ARCON Welding, Inc., Sterilex Corporation and Astral Communications. By providing more than \$80,000 from its Federal Laboratory Partnership Program (FLPP), TEDCO has helped these companies work with The Johns Hopkins Applied Physics Laboratory (APL), the Naval Surface Warfare Center (NSWC) and Aberdeen Proving Ground (APG).

TEDCO's FLPP program is designed to increase the collaboration between Maryland companies and federal research laboratories. TEDCO fosters the introduction of the labs' capabilities and technical skills to companies/entrepreneurs developing various technologies. The companies get access to expertise, facilities and equipment that would otherwise be unavailable to them, and the federal labs get exposure to commercial state-of-the-art technology.

For more information, please visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

## **TEDCO Event: MTTF Briefing**

TEDCO will hold an informational briefing to present details of its Maryland Technology Transfer Fund (MTTF) program. This briefing will teach companies how to use one of TEDCO's capital programs, the MTTF, to help transfer technology from Maryland universities and federal laboratories to the marketplace. The program will include a description of the MTTF program, eligibility requirements, guidelines for effective proposals, proposal submission and review process, and the terms of the agreement, among others. Cost is free, but registration is required.

For more information or to RSVP, call Linda Saffer at (410) 715-4175 or [info@marylandtedco.org](mailto:info@marylandtedco.org).

**WHEN:** Friday, August 8, 2003  
2 – 3:30 p.m.

**WHERE:** TEDCO offices  
5575 Sterrett Place – Suite 240  
Columbia, MD

*The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corporation (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.*

*MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.*

*Maryland's Incubator Update is presented by the Maryland Business Incubation Association (MBIA) and is funded by a grant from the Maryland Technology Development Corporation (TEDCO). The Update is distributed monthly and is designed and compiled by MGH Public Relations. To submit information, or for more information about TEDCO or MBIA, contact Laura Fick at 410-902-5058 or [lfick@mgphpr.com](mailto:lfick@mgphpr.com) or log onto [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).*